

# Tinted Moisturizer



## Simple Shading

Want to recommend a shade of Mary Kay® Tinted Moisturizer With Sunscreen SPF 20\* to your customer? Consider these simple guidelines.

1. Mary Kay® Tinted Moisturizer With Sunscreen SPF 20\* is offered in three shade families: Ivory, Beige and Bronze. Your customer will use the same shade family for Mary Kay® Tinted Moisturizer With Sunscreen SPF 20\* as she does for Mary Kay® Foundation.
2. Remember, Mary Kay® Tinted Moisturizer With Sunscreen SPF 20\* provides sheer color. As a result, you won't need to match the undertones (yellow, olive or pink) of your customer's skin.
3. Based on the shade of foundation she is currently using, decide if your customer should use the lighter or darker shade in each shade family. That's all you need to do to make a simply successful recommendation!

Lightweight Mary Kay® Tinted Moisturizer With Sunscreen SPF 20\* gives customers three fabulous, time-saving benefits: sheer color, oil-free moisturization and UVA/UVB protection. It's offered in six shades, two in each shade family. \$18

\*Over-the-counter drug product. For more information on these new Mary Kay® products, go to LearnMK® on the Mary Kay InTouch® Web site and click on "Product Knowledge." All prices are suggested retail.

## Mary Kay® Tinted Moisturizer Shade Conversion Chart

Mary Kay® Tinted Moisturizer With Sunscreen SPF 20* Shade	Part No.	Mary Kay® Full- and Medium- Coverage Foundation Shades
Ivory 1	007472	100, 104, 105
Ivory 2	007481	200, 202, 204
Beige 1	007487	300, 302, 304, 305
Beige 2	007493	400, 402, 404
Bronze 1	007497	500, 504, 507
Bronze 2	007502	600, 607, 708, 808

*Kissa's Kreations* ©



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